

STATE OF WASHINGTON



OFFICE OF  
INSURANCE COMMISSIONER

*In the Matter of* )  
 ) No. G 2000 - 43  
 )  
**The Market Conduct Examination** ) FINDINGS, CONCLUSIONS, AND  
**of Allianz Life Insurance Company of** ) ORDER ADOPTING REPORT  
**North America.** )  
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**BACKGROUND**

An examination of the market conduct of Allianz Life Insurance Company of North America (the Company) for the period January 1, 1992, to December 31, 1996, was conducted by market conduct examiners of the Washington State Office of the Insurance Commissioner. The Company is an insurer authorized under RCW 48.05.030. This examination was conducted in compliance with the laws and regulations of the State of Washington and in accordance with the procedures promulgated by the National Association of Insurance Commissioners and the Office of the Insurance Commissioner. This examination was limited to Marketing and Sales Practices, Agent Licensing, Complaints, and Replacement Activity.

The examination report with the findings and recommendations was transmitted to the Company for their comments on January 11, 2000. Responses to the draft report were received on February 18, 2000 and May 1, 2000.

The Commissioner or a designee has considered the report, the relevant portions of the examiner workpapers, and the submission by the Company. The report was modified to reflect new information provided by the company in their response to the draft report.

Subject to the right of the Company to demand a hearing pursuant to chapters 48.04 and 34.05 RCW, the Commissioner adopts the following findings, conclusions, and order.

### **FINDINGS**

The Commissioner adopts as findings the findings of the examiners as contained in the report.

### **CONCLUSIONS**

It is appropriate and in accordance with law to adopt the attached examination report as the final report of the market conduct of the Company.

### **ORDER**

The examination report as filed, attached hereto and incorporated by reference, is hereby ADOPTED as the final examination report.

It is ORDERED that the Company comply with the Instructions in the Report as follows (the page and other references are to the report):

1. Allianz shall discontinue using any advertisement in Washington that shows the company's rating by an advisory service but fails to include a clear explanation as required by WAC 284-30-660 (2) (a). (Page 4)
2. Allianz shall discontinue the use of any advertising material that does not accurately portray the company's financial condition. (Page 4)
3. Allianz shall ensure that all agents are properly appointed by the company and its administrators as required by RCW 48.17.010, prior to solicitation. (Pages 7 – 8)

ENTERED at Lacey, Washington, this 3rd day of May, 2000.

DEBORAH SENN

Insurance Commissioner

By:

WILLIAM E. FRANSEN

Deputy Commissioner